

**RESOLUTION FOR RENEWAL OF SOLE SOURCE PROCUREMENT OF
PHYSIO-CONTROL EQUIPMENT MAINTENANCE SERVICES FOR THE ADA
COUNTY EMERGENCY MEDICAL SERVICES DISTRICT**

At a meeting of the Board of Ada County Emergency Medical Services District on this 26th day of September, 2016, the following resolution was adopted, to wit:

WHEREAS, the Ada County Emergency Medical Services District (“District”) desires to purchase from Physio-Control, Inc. maintenance services for defibrillators, cardiac monitors, Lucas devices, and other related equipment owned by the District, which were purchased from Physio-Control, Inc.; and

WHEREAS, pursuant to Idaho Code § 67-2808(2), the District is permitted to use sole source procurement where there is only one vendor or source reasonably available and where compatibility of equipment, components, accessories, computer software, replacement parts or service is the paramount consideration; and

WHEREAS, according to letter from Physio-Control, Inc. dated September 15, 2016 (Exhibit A attached hereto), Physio-Control’s LIFENET® System, including its software, website and data center, is proprietary to Physio-Control, and is not available to any other distributor of cardiac monitor products; and its LIFEPAK defibrillator/monitors are the only devices that are compatible with the LIFENET system currently owned and used by the District; and the LIFENET PC Gateway software is installed directly on District PCs and is only available through Physio-Control; and

WHEREAS, based upon the review of the information provided by Physio-Control and the information gathered by the staff of the District, this information appears to be an accurate representation of the technology and service available that is limited to Physio-Control; and

WHEREAS, the District desires to enter into a contract with Physio-Control, Inc. for maintenance services that will not exceed one fiscal year.

THEREFORE, BE IT RESOLVED that the Board of Ada County Emergency Medical Services District does hereby intend to procure from Physio-Control, Inc. maintenance services for the period beginning October 1, 2016 and ending September 30, 2017.

APPROVED AND ADOPTED this 26th day of September, 2016.

**Board of the Ada County
Emergency Medical Services District**

By: _____
Jim Tibbs, Commissioner

By: _____
Rick Yzaguirre, Commissioner

By: _____
David L. Case, Commissioner

ATTEST:

Christopher D. Rich, Ada County Clerk

EXHIBIT A

LETTER FROM PHYSIO-CONTROL, INC.

(DATED SEPTEMBER 15, 2016)

**RESOLUTION FOR RENEWAL OF SOLE SOURCE PROCUREMENT OF
PHYSIO-CONTROL EQUIPMENT MAINTENANCE SERVICES FOR THE ADA
COUNTY EMERGENCY MEDICAL SERVICES DISTRICT - EXHIBIT A**



Physio-Control, Inc. | Lifesaving starts here.™

ADDRESS

11811 Willows Road NE
Redmond, WA 98052

PHONE

GENERAL
425 867 4000
TOLL-FREE
800 442 1142

www.physio-control.com

September 15, 2016

Physio-Control, Inc. is the sole-source provider in the Hospital (hospitals and hospital-owned facilities), Emergency Response Services and Emergency Response Training (paramedics, professional and volunteer fire) markets for the following products:

- New LIFEPAK® 15 monitor/defibrillators
- New LIFEPAK 20e defibrillator/monitors
- New LIFEPAK 1000 automated external defibrillators
- New LUCAS® 2 Chest Compression System
- TrueCPR™ Coaching Devices

Physio-Control, Inc. is the sole-source provider in all markets for the following products and services:

- RELISM (Refurbished Equipment from the Lifesaving Innovators) devices
- LIFENET® System and related software
- Factory-authorized inspection and repair services which include repair parts, upgrades, inspections and repairs
- PulsePoint Agency Services
- HealthEMS® Software
- HomeSolutions.NET® Software
- ACLS (non-clinical) LIFEPAK defibrillator/monitors

Physio-Control is also the sole-source distributor of the following products for EMS customers in the U.S. and Canadian markets:

- McGRAT™ MAC EMS Video Laryngoscope
- McGRATH MAC Disposable Laryngoscope Blades
- McGRATH X Blade™

Physio-Control does not authorize any resellers to sell these products or services in the markets listed above. We will not fulfill orders placed by non-authorized businesses seeking to resell our products. If you have questions, please feel free to contact your local Physio-Control sales representative at 800.442.1142.

Sincerely,

PHYSIO-CONTROL, INC.

Allan Criss, Vice-President, Americas Sales

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